

2045368856

Philip Morris USA

PM SHIPMENTS TO MCLANE HAVE DECREASED TO NEAR NORMAL IN THE LAST THREE WEEKS. MCLANE'S SALES TO RETAIL HAVE BEEN AVERAGING 540 MILLION PER WEEK.

TOTAL PM VOLUME MCLANE

(millions of cigarettes)

<u>Week ending</u>	<u>PM shipped to McLane</u>	<u>McLane shipped to Retailers</u>	<u>Difference</u>	<u>Cume Diff. From 1/7/94</u>
2/4	1,932.1	431.9	1,500.2	
2/11	761.7	443.2	318.5	
2/18	524.5	445.8	78.7	
2/25	512.7	461.5	51.2	
3/4	195.9	475.5	-279.6	
3/11	98.7	482.5	-383.8	
3/18	383.3	533.6	-150.3	
3/25	226.3	516.3	-290.0	
4/1	145.1	558.9	-413.8	
4/8	949.1	533.0	416.1	
4/15	1,076.6	529.6	547.0	
4/22	1,087.1	544.5	542.6	
4/29	726.7	560.8	165.9	
5/6	674.6	555.9	118.7	1,664.6
5/13	614.2	N/A 305.8	N/A 48.4	1713.0
5/20	540.9 544.8	N/A	N/A	
5/27	606.6 611.7	N/A	N/A	

All volumes exclude ten Sam's Clubs in Michigan purchasing directly from PM.